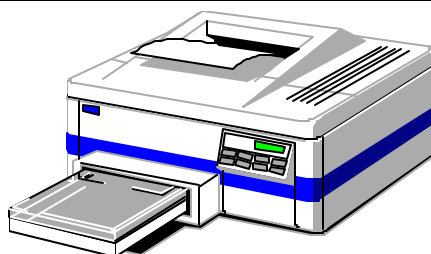


Recycled Product Fact Sheet #3
REMANUFACTURED TONER CARTRIDGES
Massachusetts Operational Services Division



STATE CONTRACT #OFF06

Expiration Date: 2/11/2002

SAMPLE COST COMPARISON

Please see the OSD Update at
www.comm-PASS.com
for the current pricing on all products.

Agencies can receive a trade-in credit of up to \$5.00/ cartridge.
See page 2 for additional cost information.

WHO'S USING THEM?

As of February 1999, the following are some of the state agencies that have been purchasing remanufactured products for 100% of their toner cartridge needs:

Division of Insurance
State Ethics Commission
Dept. of Environmental Management
Committee on Criminal Justice
Campaign and Political Finance
Exec. Office of Environmental Affairs
Fisheries and Wildlife Law Enforcement
Middlesex Community College

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More Contacts & Comments:

**Dept. of Industrial Accidents**

Ron Ponnudurai, Purchasing (617) 727-4900x288

Comments: "My agency has been buying only remanufactured cartridges for years from the state contract and we have never had any problems. Buying new would cost us almost double."

**Dept. of Corrections**

Karen Hetherson, A&F (617) 727-0227x218

Purchased over \$28,800 in remanufactured cartridges so far in FY99

Comments: "We will continue to use these cartridges. . . they have worked great."

**District Attorney, Cape & Islands**

Michael Barrows, MIS Director (508) 362-8113

Purchases 100% remanufactured cartridges

Comments: "We are very happy with the performance of these cartridges and the cost savings is significant"

**FACTS, FEATURES & BENEFITS**

- Buying remanufactured toner cartridges can save as much as 60% over the cost of a new cartridge
- Remanufactured cartridges on this contract match OEM standards and performance on all levels, including page yield and print quality
- ★ Equipment warranties, including HP, will not be voided as a result of using remanufactured toner cartridges (See OSD Update 99-37 for details)
- All remanufactured products under this contract carry a 100% satisfaction guarantee for all contractors
- Returning cartridges for remanufacturing helps to prevent the landfilling of 80,000 tons of waste per year generated by the cartridge industry
- All brands/models of cartridges will be taken back by all Contractors for recycling or remanufacturing
- Contractors are responsible for making any and all necessary repairs and/or replacements for any printers or parts damaged by a faulty cartridge

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**COST COMPARISON FOR CONTRACT # OFF06**

See the OSD Update #99-37 for the complete and current price list and details on all products [www.comm-PASS.com](http://www.comm-PASS.com) (Trade-in allowances are available on most cartridges. Use this grid to track cost comparisons.)

| HEWLETT PACKARD<br>PRINTER MODEL             | <u>Supply<br/>Solutions</u><br>Price<br>Remanufactured | <u>IKON Office<br/>Solutions</u><br>Price<br>Remanufactured | <u>Lasertone</u><br>Price<br>Remanufactured | <u>G.A. Blanco</u><br>Price<br>Remanufactured | Lowest<br>PRICE<br>NEW OEM | MAXIMUM<br>SAVINGS<br>per<br>Cartridge |
|----------------------------------------------|--------------------------------------------------------|-------------------------------------------------------------|---------------------------------------------|-----------------------------------------------|----------------------------|----------------------------------------|
| LaserJet II, IID, III, IIID                  |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet IIP, IIIP, IIP+                     |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet IIISi, 4Si, 4SiMX                   |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet 4, 4M, 4+, 4M+, 5,<br>5M, 5N, 5se   |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet 4L, 4ML, 4P, 4MP                    |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet 4V, 4MV                             |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet 5Si, 5SiMX, 8000,<br>8000DN, 8000N  |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet 5, 5MP, 6P, 6MP,<br>6Pse, 6Pxi, 6RE |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet 5L, 6L, 6Lse, 6Lsi,<br>3100         |                                                        |                                                             |                                             |                                               |                            |                                        |
| LaserJet 4000, 4000T,<br>4000N, 4000TN       |                                                        |                                                             |                                             |                                               |                            |                                        |

All new and remanufactured brands/models of cartridges may and should be returned to the Contractor from whom they were purchased for purposes of recycling and/or remanufacturing. As indicated above, you often will get money back.

| Contractor Address, Vendor Code and<br>Web Site                                                                                                                               | Account Manager                                                                                            | Affirmative Market<br>Program Initiatives                                                                                                                     |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Supply Solutions, Inc.</b><br>71 Cross Street<br>Winchester, MA 01890                                                                                                      | <u>Susan Bloom</u><br>1-888-863-9300, 781-729-2000<br>x101<br>781-729-3933 fax<br>email:ordertoner@aol.com | WBE                                                                                                                                                           |
| <b>IKON Office Solutions</b><br>204 Second Avenue<br>Waltham, MA 02154<br>Web Site Address: <a href="http://www.IKON.com">www.IKON.com</a>                                    | <u>Linda Knell</u><br>1-800-255-3866<br>781-487-5100 x2310<br>781-487-5137 fax<br>email: Lknell@IKON.com   | Utilize DMO Office Products<br>(MBE) as a joint partner in<br>the following areas:<br>warehousing, sales,<br>distribution, & collection of<br>used cartridges |
| <b>Lasertone Corporation</b><br>526 Boston Post Road<br>Wayland, MA 01778<br>Web Site Address: <a href="http://www.lasertonecorp.com">www.lasertonecorp.com</a>               | <u>Bruce LaBonte</u><br>1-800-660-3855<br>508-358-1200 x339<br>508-358-1208 fax<br>toner@lasertonecorp.com | WBE                                                                                                                                                           |
| <b>G.A. Blanco &amp; Sons, Inc.</b><br>187 Ballardvale Street, Suite B206<br>Wilmington, MA 01887<br>Web Site Address: <a href="http://www.gablanco.com">www.gablanco.com</a> | <u>Steven Walsh</u><br>1-800-292-6625<br>1-800-931-0016 fax<br>swalsh@gablanco.com                         | MBE<br>and utilizes America<br>Recycles (MBE) to handle<br>the pickup and return of all<br>empty cartridges.                                                  |

For more information, call one of the following contacts:

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Marcia Deegler, Environmental Purchasing Program Manager, (617) 720-3356, [marcia.deegler@osd.state.ma.us](mailto:marcia.deegler@osd.state.ma.us)  
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